



State of Tennessee
RFP #32110-19400 - Vehicle Rental

The Cost Proposal, detailed below, shall indicate the proposed price for goods or services defined in the Scope of Services of the RFP Attachment 6.6., Pro Forma Contract and for the entire contract period. The Cost Proposal shall remain valid for at least one hundred twenty (120) days subsequent to the date of the Cost Proposal opening and thereafter in accordance with any contract resulting from this RFP. All monetary amounts shall be in U.S. currency and limited to two (2) places to the right of the decimal point.

The Evaluation Factor associated with each cost item is for evaluation purposes only. The evaluation factors do NOT and should NOT be construed as any type of volume guarantee or minimum purchase quantity. The evaluation factors shall NOT create rights, interests, or claims of entitlement in the Respondent.

Notwithstanding the cost items herein, pursuant to the *Pro Forma* Contract section C.1. (refer to RFP Attachment 6.6.), "The total purchases of any goods or services under the Contract are not known. The State estimates the purchases during the Term shall be eight million dollars (\$8,000,000.00) ("Estimated Liability"). This Contract does not grant the Contractor any exclusive rights. The State does not guarantee that it will buy any minimum quantity of goods or services under this Contract."

Pricing provided on all Hourly, Daily, Weekly, and Monthly rates must be all-inclusive of management, fuel, etc.

The State intends to make a single award to one supplier for the full scope of this RFP (all three vehicle rental groups); however, the State reserves the right to award Groups 1, 2, and 3 under separate contracts if it is in the State's best interest.

Respondents must provide a response to all three groups. Respondents are required to provide pricing on every line within each Group to be considered for award.

TAB 2 Signature

Signature is required with the Cost Proposal. Complete this page and return with all submitted Proposal documentation.

TAB 3 Groups 1, 2, & 3 Vehicle Rental and State Lot	
This tab will be for the proposal on Vehicle Rental (Passenger and Commercial) and State Lot rates.	
Vehicle Rental, Passenger Vehicles	
Step 1	Fill in green cells with proposed Hourly, Daily, Weekly, and Monthly rates within each vehicle class provided.
Vehicle Rental, Commercial Vehicles	
Step 2	Fill in green cells with proposed Hourly, Daily, Weekly, and Monthly rates within each vehicle class provided.
State Lot Vehicles	
Step 3	Fill in green cells with proposed Hourly, Daily, and Weekly rates within each vehicle class provided. Note: there will not be monthly rates for this rental type.

TAB 4 Fees and Surcharges
This tab will be for the proposal on applicable fees and surcharges. Fill in all of the green cells with the cost that corresponds to that fee category. Input the unit of measure in the green cells where indicated. Fees and surcharges will be not be evaluated for the award of the contract.

TAB 5 Rebate
<p>This tab will be for the proposal of the rebate percentage. Fill in all of the green cells with a percentage. Note: The percentage must be greater than or equal to zero.</p> <p>The rebate offered to the State of Tennessee will be collected on a quarterly basis for all contract spend within the quarter. The rebate will be based on the total accumulative volume of spend under the contract using the appropriate rebate tier and the corresponding rebate percentage.</p> <p>The rebate total will be evaluated by multiplying the total spend in fiscal year 2019 by the percentage provided in cell F27 (the tier encompassing total spend from fiscal year 2019). The evaluated annual spend rebate total will automatically be deducted from the evaluated cost total on the evaluation tab.</p>

TAB 6 Evaluation
<p>No data needs to be input on this tab. All costs entered in Tab 3 and the evaluated rebate in Tab 5 will automatically populate in this tab. The Evaluation tab will multiply the hourly, daily, weekly, and monthly rates by the estimated annual usage for each rental type. Cell D44 will then calculate the overall annual sum for the traditional, commercial, and state lot rental types. Cell D45 will then take the estimated rebate based on FY 2019 and subtract it from the total estimated annual sum. This total will then be evaluated for the overall cost proposal score.</p>

